

APPENDIX H: CONSULTANT BACKGROUND: SALLY PERKINS

Sally Perkins brings more than 30 years of professional experience to this research project.

Ms. Perkins has her BA from Denison University (Granville, Ohio) and her Masters of Public Policy Studies from the University of Michigan (Ann Arbor).

From 1973 through 1983, Ms. Perkins worked for Washington State government, for the Office of Financial Management (then OPP&FM) as a program analyst in the Human Services section, and then for the Department of Social and Health Services in Community Services and in Public Health. Ms. Perkins supervised the budget and finance operations of the Division of Public Health for two years and managed statewide programs in family planning, perinatal and genetics programs for five years. In 1977, Ms. Perkins staffed the Adult and Juvenile Corrections work of Governor Ray's Special Committee on DSHS.

In 1983, Ms. Perkins became the Executive Director of Planned Parenthood of Pierce and the Coastal Counties, a nonprofit family planning and women's health agency serving women in Pierce, Kitsap and various coastal counties. As Executive Director, Ms. Perkins increased client services and the operating budget nearly sixfold and private fundraising nearly thirtyfold.

For Planned Parenthood Federation of America, Ms. Perkins served as Western Region Chair of the National Executive Directors Council, and as a member of the national Reinvention Team charged with responding to health care reform changes.

In 1995, Ms. Perkins helped accomplish the successful merger of three Puget Sound-area Planned Parenthood affiliates into Planned Parenthood of Western Washington.

Since 1996, Ms. Perkins has operated her own business and management consulting firm, serving public sector, nonprofit and for profit clients primarily in the Northwest. She provides nonprofit Board training and development services, strategic planning, organizational analyses, facilitation, and a variety of research and grant-writing projects. A representative client list is attached.

In 1998-99, Ms. Perkins served as the Synod of Alaska-Northwest representative to the Presbyterian Church USA Committee to Review the General Assembly (the national church structure) and its Committees.

Ms. Perkins has served on a number of nonprofit Boards, including the Central Neighborhood Council, Tacoma Community House, Sustainable Pierce County, and Trinity Presbyterian Church. She teaches Grantwriting 101 for the Nonprofit Center and is a member of Board Source (formerly the Center for Nonprofit Boards).

REPRESENTATIVE LIST OF CLIENTS

Broadway Center for the Performing Arts (*grant-writing*)
City of Tacoma (*County-wide child care plan, Human Services planning process, Weed and Seed federal recognition application*)
Department of Health, Family Planning & Reproductive Health (*staff planning retreat, Title X regulatory analysis, free-standing agency viability analysis*)
Department of Health, Family and Community Health (*federal Abstinence Education grant--public input process design and facilitation*)
Department of Health, HIV/AIDS Prevention (*literature search re: health issues of homeless and runaway adolescents*)
Department of Community, Trade and Economic Development, Community Mobilization Advisory Committee (*staff reorganization and retreats, CMAC planning meeting, facilitation of statewide Prevention Group planning*)
Electronic Commerce and Information Exchange (*grant-writing to strengthen Latino communities through Internet access and utilization*)
Franke Tobey Jones Retirement Estates (*senior staff planning, Board governance analysis and development, Board strategic planning, grant-writing*)
The Greater Tacoma Community Foundation (*Fund for Women and Girls project planning and coordination*)
King County Children's and Family Commission (*Board/staff planning retreat*)
King County Community Organizing Program (*Board/staff strategic planning retreat*)
KPLU-KUOW public radio stations (*joint venture planning*)
Lucks Food Decorating Company (*strategic planning facilitation*)
Martha and Mary Lutheran Services (*Board and staff development facilitation*)
Martin Luther King Housing Development Association (*King Center merger business plan, King Center safety and security issues; five-year plan update*)
Mason Matters (*consultation on Mason County Summit for Children, Youth and Families*)
MultiCare Center for Health Living (*facilitation of planning retreats*)
Pacific Lutheran University (*Library public service strategic planning, School of Nursing faculty retreat facilitation, Student Health, Campus Safety analysis and recommendations, conflict resolution seminar*)
Planned Parenthood of Western Washington (*primary care feasibility study, Pierce County Family Planning coalition, clinic insurance billing procedures, emergency contraception new product introduction, Family Planning First initiative; 501 (c)(3) application for State Council, strategic plan evaluation, long-term secure supply of contraceptives worldwide*)
Presbyterian Church, USA, Synod of Alaska-Northwest (*Mission planning facilitation*)
Presbyteries of Olympia and Seattle, Presbyterian Outdoor Ministries (*joint venture analysis and dismantling*)
Providence Health Services (*Snohomish Hospice Board training and retreats*)
Seattle Parks and Recreation, Older Adults Program (*staff strategic planning and transition process*)
Safe Streets Campaign (*Truancy reduction demonstration grant implementation plan*)

Sisters of St. Dominic, Tacoma (*futures planning, facilitation of annual Assemblies*)
South Puget Intertribal Planning Agency (Chehalis, Nisqually, Skokomish, Squaxin Island and Shoalwater Tribes) (*joint grant planning retreat*)
Tacoma Art Museum (*major gifts plan and structure, Board strategic planning*)
Tacoma City Ballet Productions (*fund-raising consultation, grant-writing, Board development, strategic planning*)
Tacoma Lutheran Home and Retirement Community (*Board training*)
Tacoma-Pierce County Board of Realtors (*facilitation of affordable housing summit*)
Tacoma-Pierce County Health Department (*PRISM grant consultant, community development training, facilitation of Adolescent Health Task Force, proposal to revamp health care system for uninsured persons in Pierce County, proposal to improve health consultation for child care centers, County-wide suicide prevention planning project, substance abuse prevention grant-writing, antibiotic resistance prevention grant, underage alcohol purchase focus group project*)
Tacoma Symphony Orchestra (*Strategic planning, Board retreat*)
Tacoma Urban Network (*facilitation of Board planning discussions*)
Temple Beth El (*fund-raising development and Board retreat*)
The Collins Group (*business analysis and recommendations*)
The Evergreen State College (*strategic planning, facilitation of Board of Trustees, President, senior staff retreats*)
Thurston County United Way (*community assessment process design*)
Trinity Presbyterian Church (*grant-writing for community ministries*)
United Way of Pierce County (*community assessment—community partners' roles*)
Washington Association for the Education of Young Children (WAEYC) (*organizational analysis*)
YWCA of Tacoma-Pierce County (*strategic planning, Board development*)
YWCA of the Wenatchee Valley (*Board development, strategic planning*)